

Yealink

Stock Code 300628

Yealink

The Global Leading Provider of
Enterprise Communications and
Collaboration Solutions

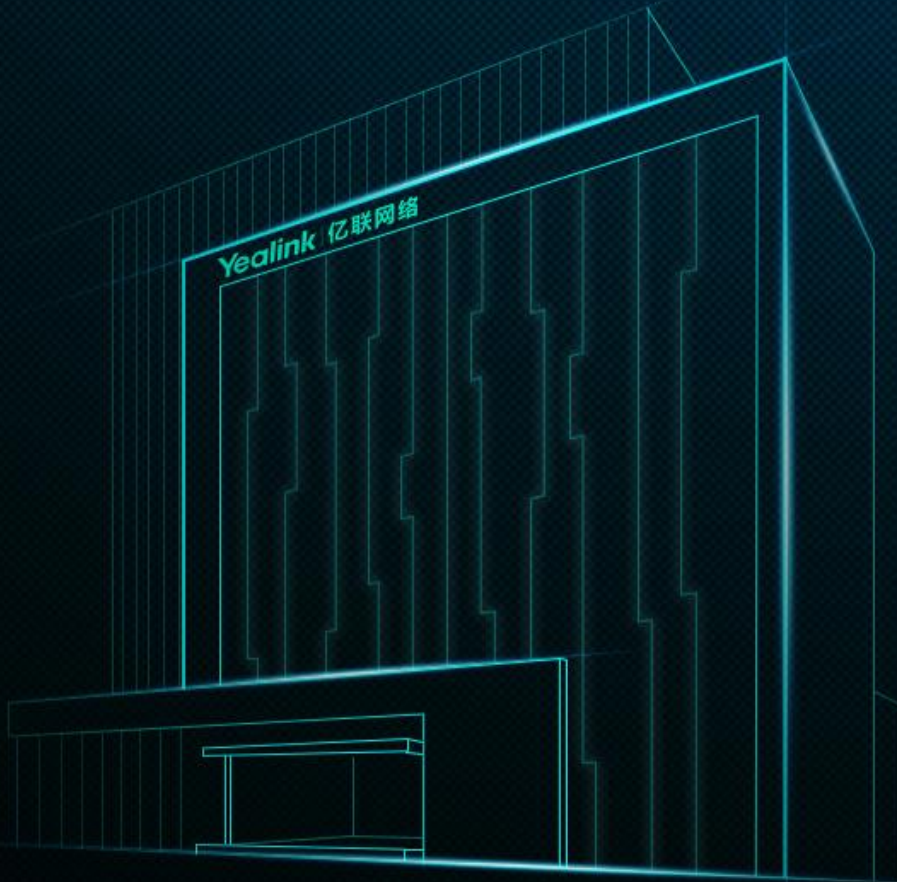
2020



Content

- 1 Yealink Introduction
- 2 Yealink Meeting Server
- 3 VCS Endpoint & Accessory
- 4 Yealink Policy Value for Partners

1. Yealink Introduction



Yealink is a global leading provider of enterprise for communication and collaboration solutions, offering “Easy” video conferencing service to worldwide enterprises. Focus on research and development, Yealink also insists on innovation and creation.

Milestones

Recognition of global markets

Brazil, Indonesia, Russia, Taiwan Market Share **TOP3**

VCS

Now

Global **TOP1**

SIP Phone

2017

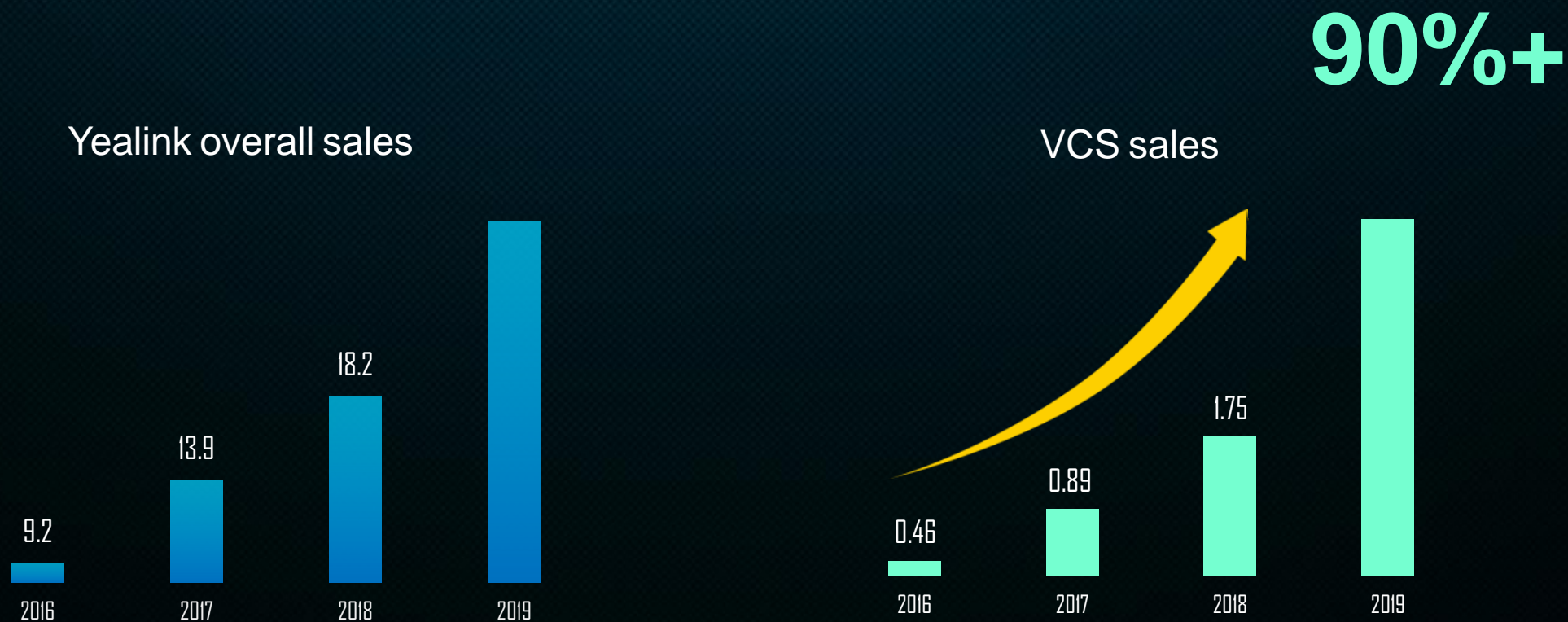
Global **TOP1**

USB Phone

2005

Performance

Rapid growth of performance, CAGR for 3 consecutive years



Awards

Yealink ranked in the
Global Leading Quadrant



TMC
2017 Unified Communications
Product of the Year Award



Frost & Sullivan
2018 Global IP Desktop Phone
Growth Excellence Leadership Award



UK ITSPA AWARDS 2019 –
Best VoIP Device



Deloitte Leading Technology Company
In the Technology Fast 500 Asia Pacific



DE Funkshau ITK PRODUCT OF 2018



MARKET LEADERS

Investment

200M+ USD

500+ R&D engineers

50%+

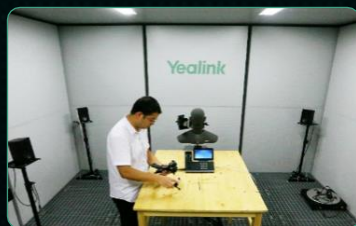


3 R & D Center

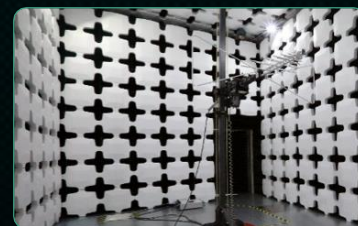


Xiamen, Hangzhou, Shenzhen

2 Professional Lab



Audio Lab

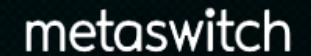
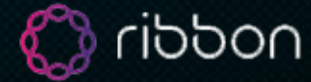


EMC Lab

5 branches, 80+ distributor and partners



Well-known Global Strategic Partners



Authorized and selected by companies from various industries all over the world 500 K+ customers

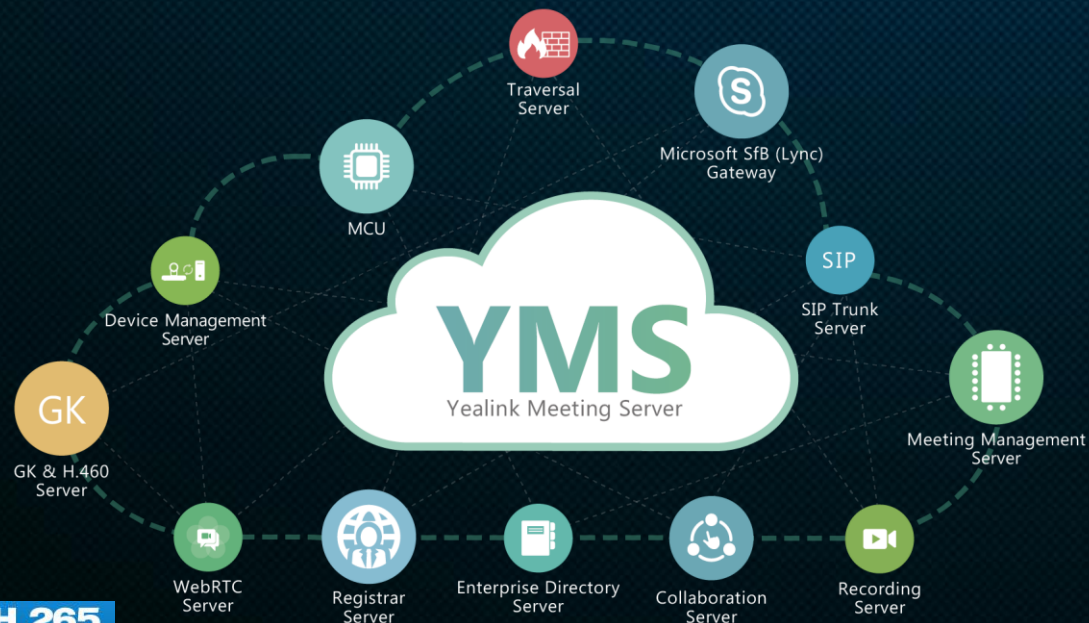


A group of business professionals in a meeting room, with a woman standing and smiling in the center. The scene is dimly lit, with a large window in the background showing a cityscape. The text '2. Yealink Meeting Server' is overlaid in a bright green color.

2. Yealink Meeting Server

Yealink Meeting Server (YMS)

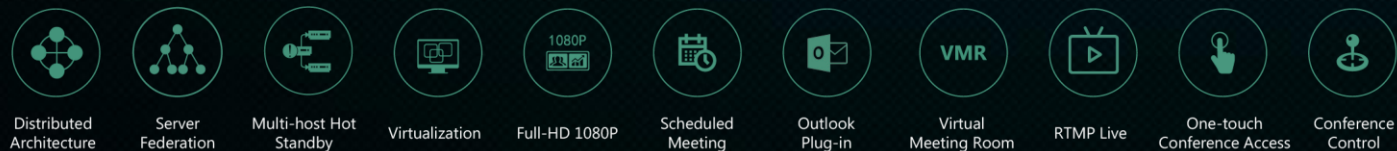
All-in-One Videoconferencing Infrastructure Software



4K

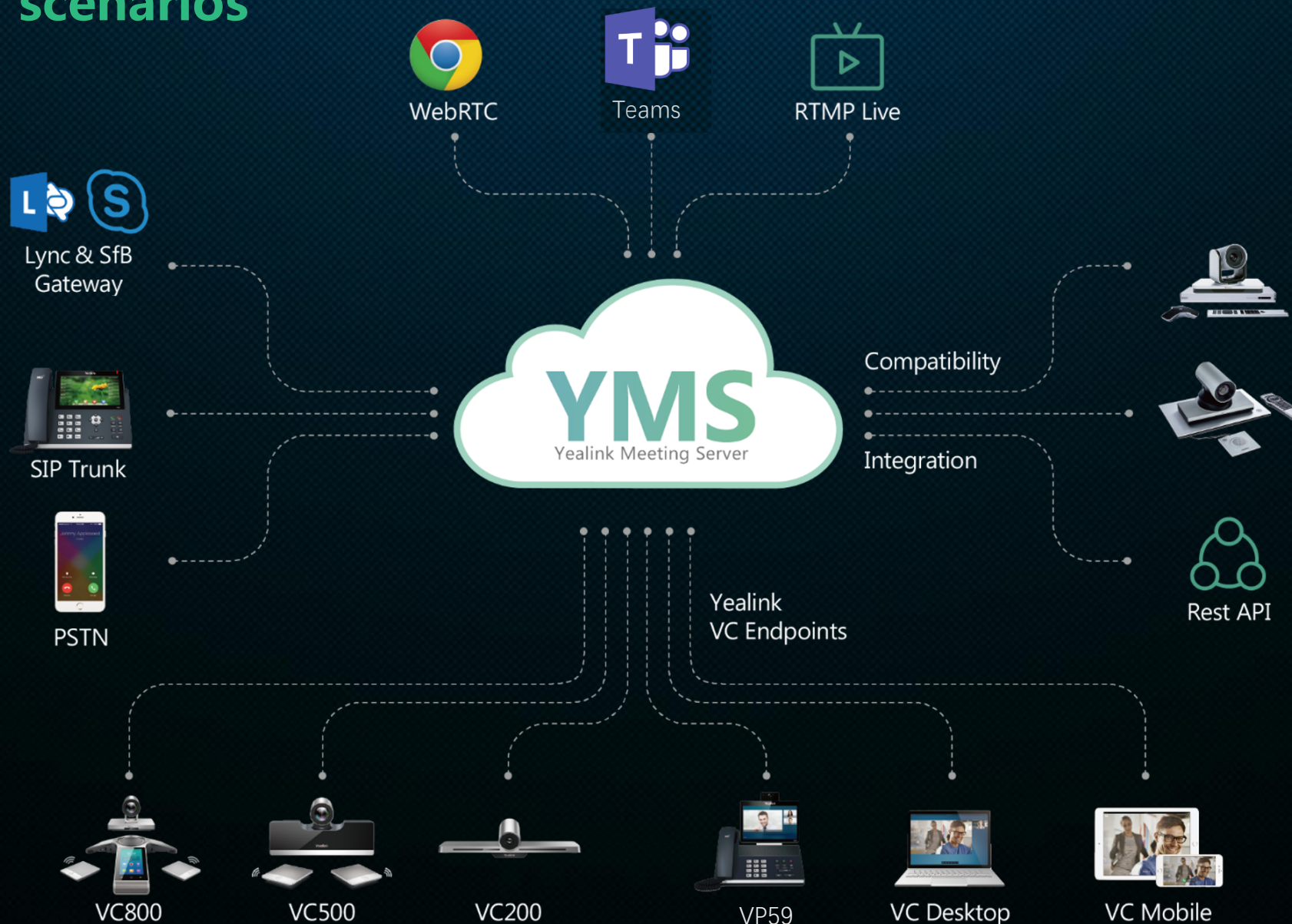
H.265 HEVC

Cloud-based Video Collaboration Infrastructure

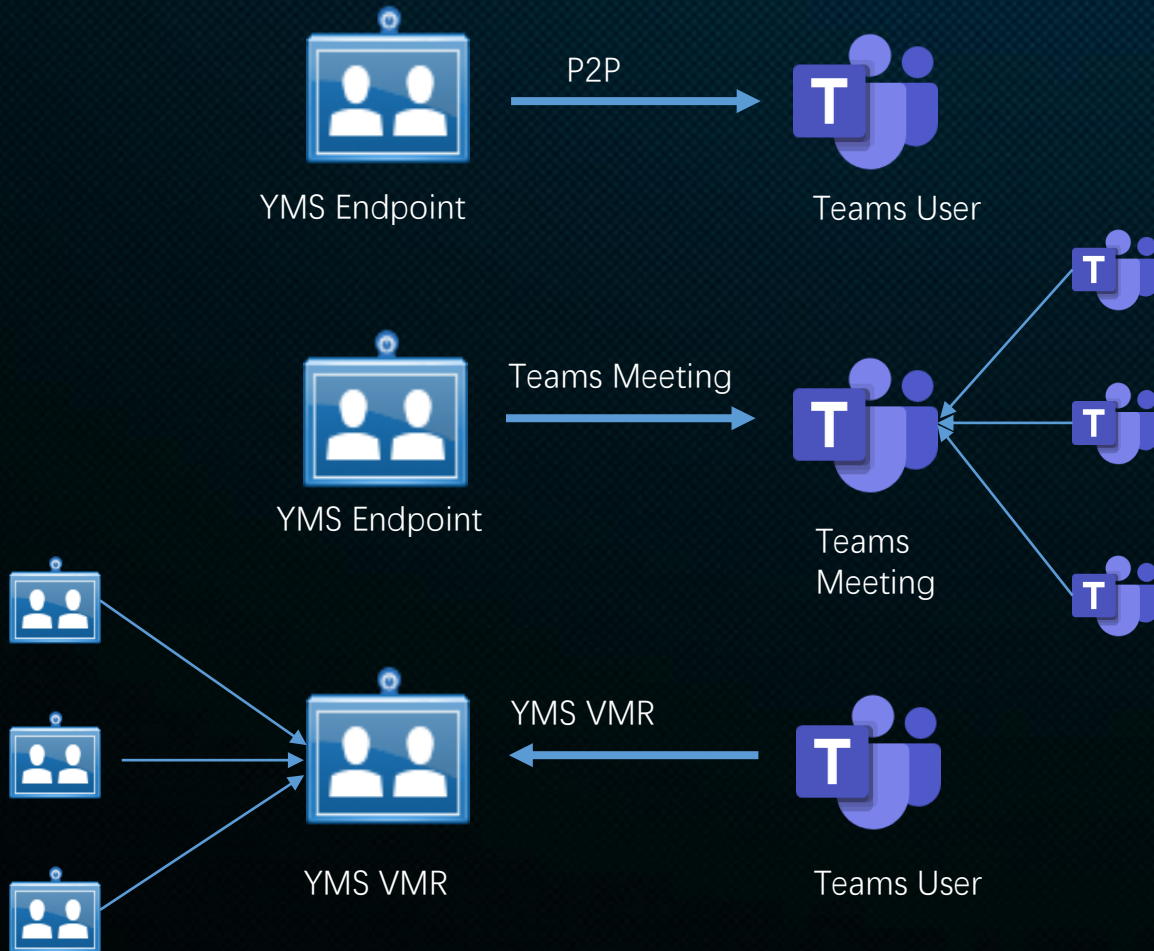


- MCU
- Microsoft Skype for Business Gateway
- WebRTC Server
- SIP Registrar Server
- ICE Traversal Server
- H.323 GK server and H.460 Traversal server
- Meeting Management and Device Management
- AI Server (Face Recognition)
- SIP Trunk Gateway
- Enterprise Directory Server
- Broadcast Server (Additional license)
- Recording Server (Additional license)
- Microsoft Teams Gateway (Additional license)
- RTMP Streaming Server (Additional license)
- RTSP Gateway (Additional license)

YMS for all scenarios



Meeting Model



Call Process:

1、 P2P

- YMS endpoint call Teams user

2、 YMS endpoint join Teams Meeting

- Registered YMS endpoint call Teams meeting ID directly
- Unregistered endpoint call URL IP CALL:

conferenceid@teams.yealink.com

3、 Teams user join YMS VMR

- YMS invite Teams users

Teams Gateway

- Create Room system account
- How to invite Yealink room system from Microsoft Teams APP
- How to invite Yealink room system from Outlook Microsoft Teams plug-in
- One key join Teams meeting
- Switch layout
- Comparison with Poly, Bluejeans, Pexip Solution

Teams Gateway

Create Room system account

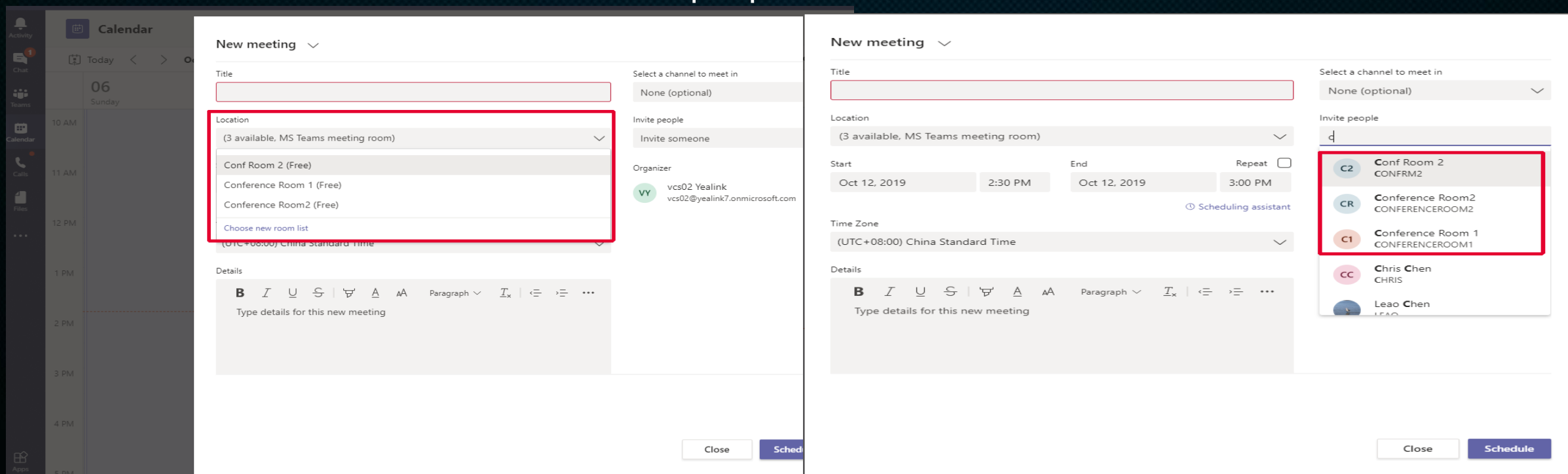
- Key point: To combine Yealink VC room system with Microsoft exchange meeting room resource, you need to put Microsoft Teams email address, then VC device can receive the meeting invitation from Teams. The IT guys can help to arrange that.

The screenshot displays the 'Yealink Meeting Server' web interface. The top navigation bar includes 'Setup Wizard', 'English', and a user profile 'admin'. The left sidebar shows a menu with 'Room System Account' selected. The main content area is titled 'Room System Account' and features a search bar and a tree view of the organization structure. The 'Basic Settings' tab is active, showing fields for 'Account' (1200), 'Account info' (Manual), 'Name' (POC VC200), 'Password' (masked), 'Group' (GLOBO POC), 'Mailbox' (conferenceroom2@yealink7.onmicrosoft.com), and 'Authority' (A: All contacts are visible). The 'Mailbox' field is highlighted with a red box, and a note below it states 'The mailbox is used to receive messages from system'. At the bottom, there are buttons for 'Save', 'Email', 'Delete', and 'Cancel'.

Teams Gateway

How to invite Yealink room system from Microsoft Teams APP

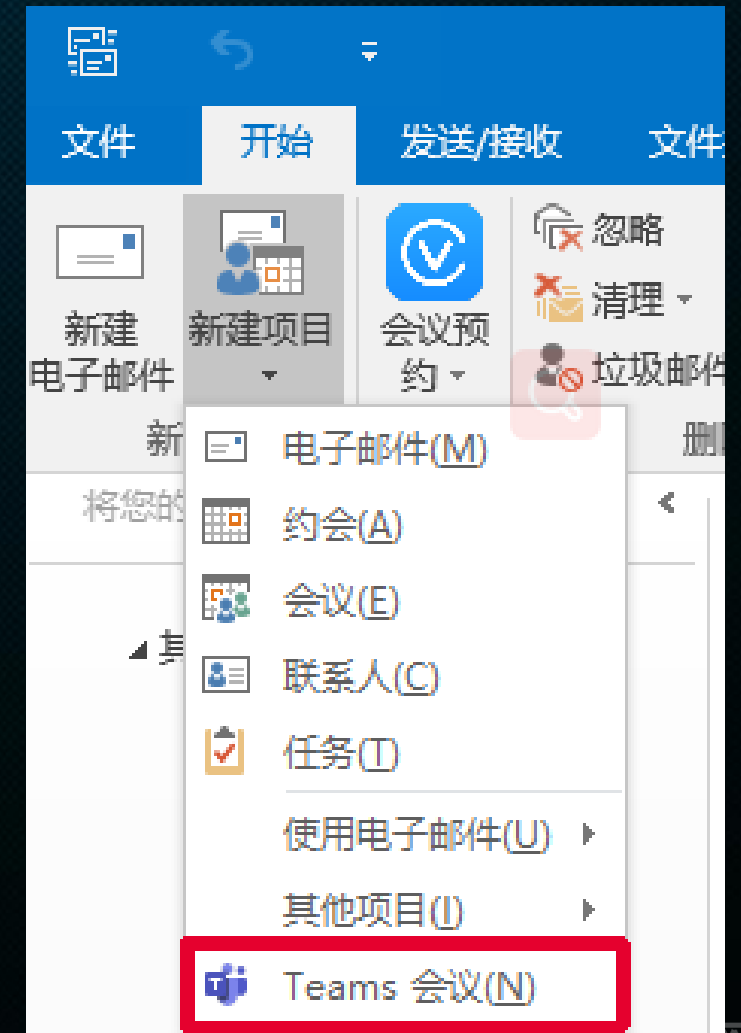
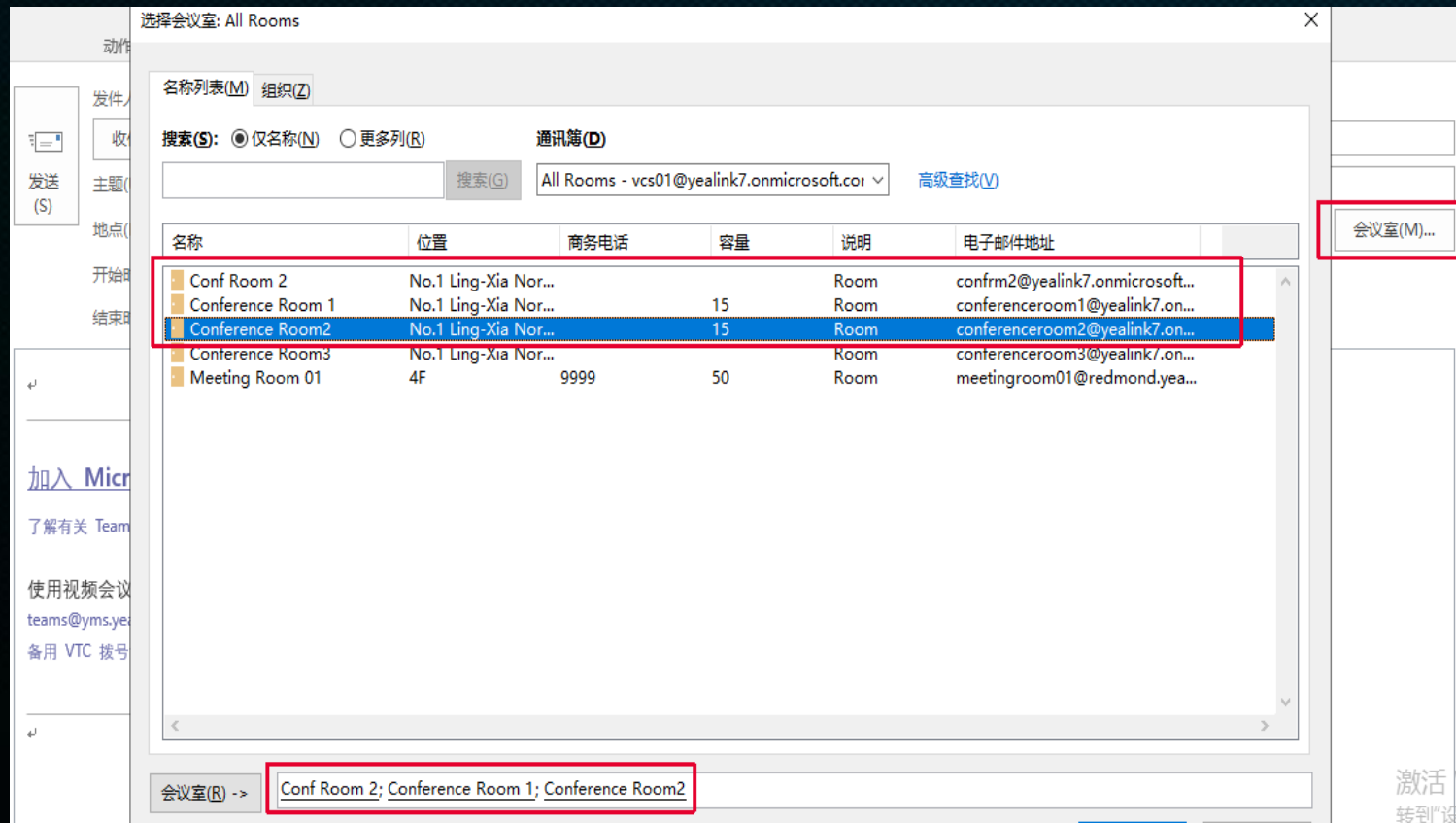
- Click New meeting
- Select locations, MS Teams meeting rooms are related to Yealink VC room system.
- Or invite the room name from “invite people”.



Teams Gateway

How to invite Yealink room system from Outlook Microsoft Teams plug-in

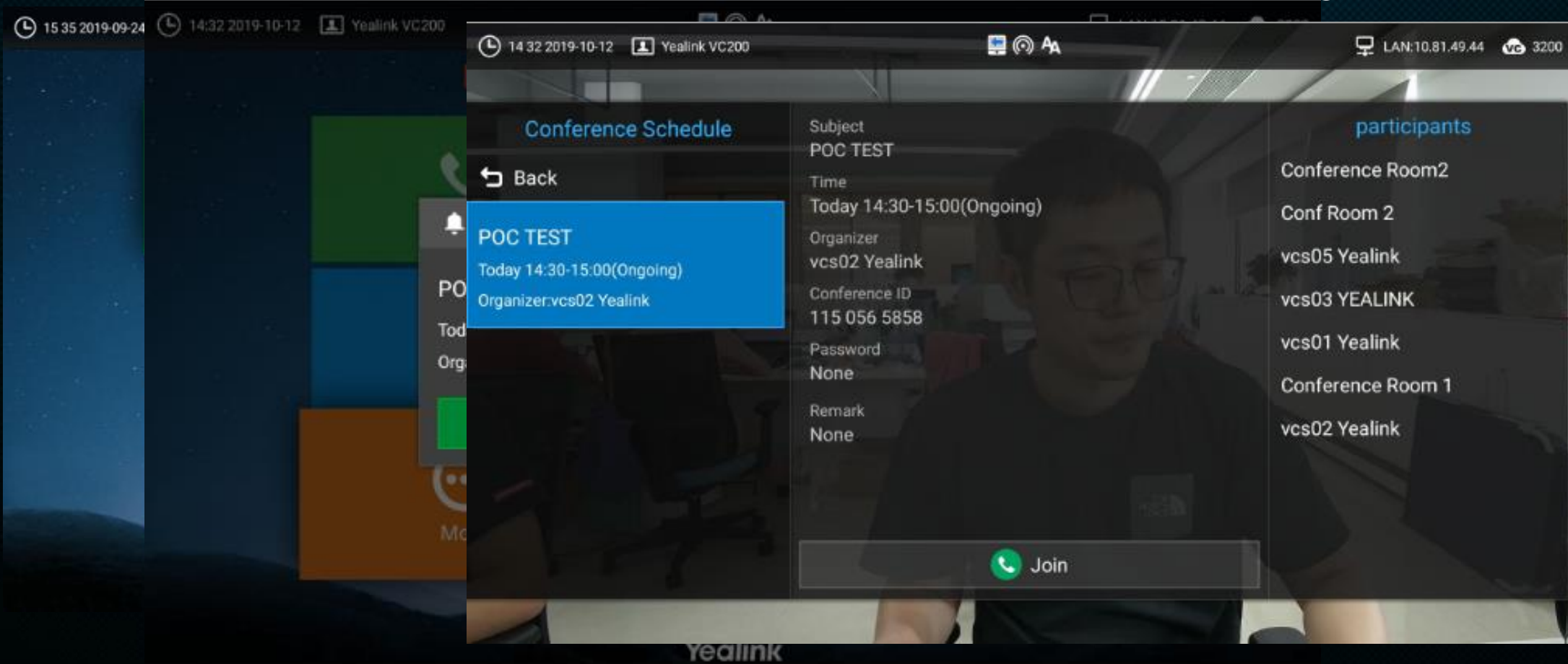
- Schedule Teams meeting from outlook.
- Select meeting rooms as locations.



Teams Gateway

One key join Teams meeting

- Room system supports conference reminder, one key join Teams meeting



Teams Gateway

Switch layout

Yealink VC device can support multi media flows from Teams and three types of layouts by pressing DTMF 1.

- Active speaker
- Equal (max 4 equal screens)
- 1+N (N=1,2,3,4)

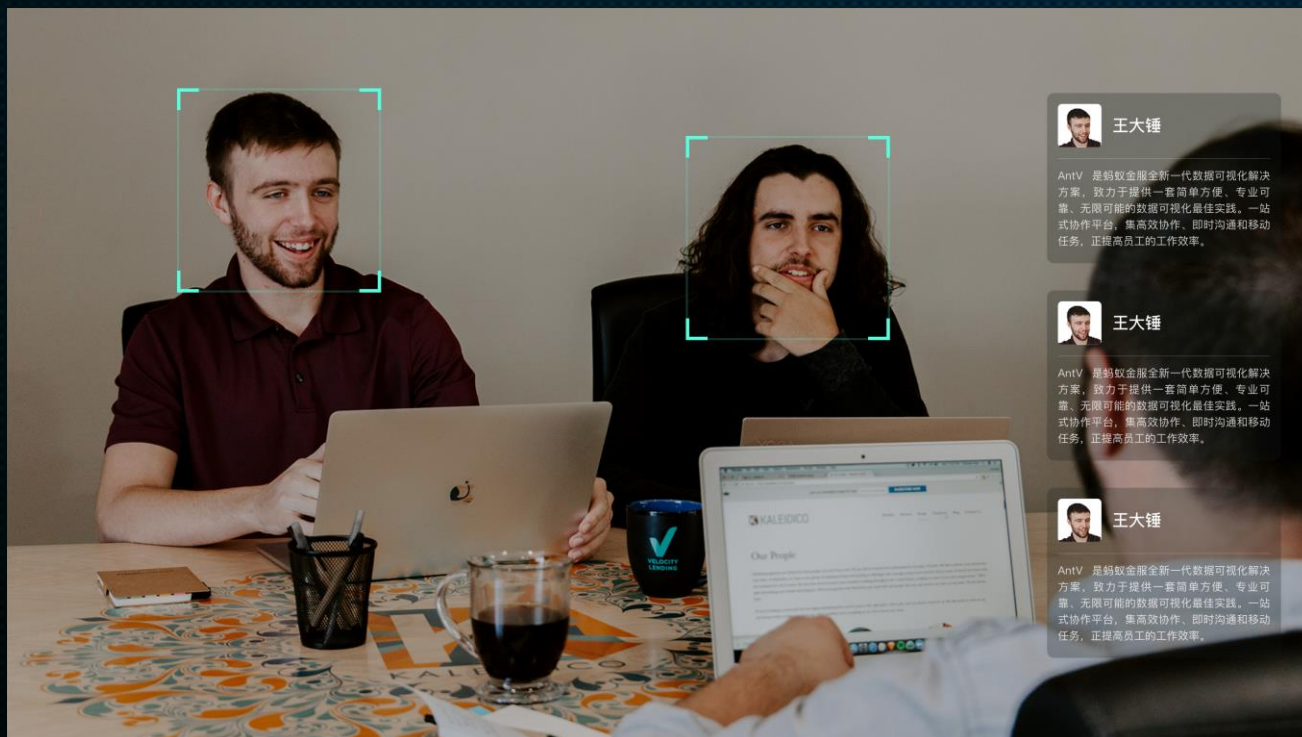


Teams Gateway

Comparison with Polycom Teams solution

Features	Yealink	Poly	Bluejeans	Pexip
Invite terminal through Teams APP	√	√	X	X
Invite terminal through Teams outlook plug-in	√	√	X	X
Conference reminder	√	√	X	X
One-key join the meeting	√	√	X	X
Advanced VTC dialing introduction	√	√	√	√
Layout Switches	√	X	√	X
Multi Media Flows	√	X	√	√

Face Recognition



Face Recognition

- ✓ Enterprise members pictures management
- ✓ Stranger recognition
- ✓ Nameplate display
- ✓ Speaker details display

RTSP Gateway



Business model (License)

- ✓ RTSP Port

Business model

- ✓ License, start from 2 ports, and one RTSP video will cost one YMS port

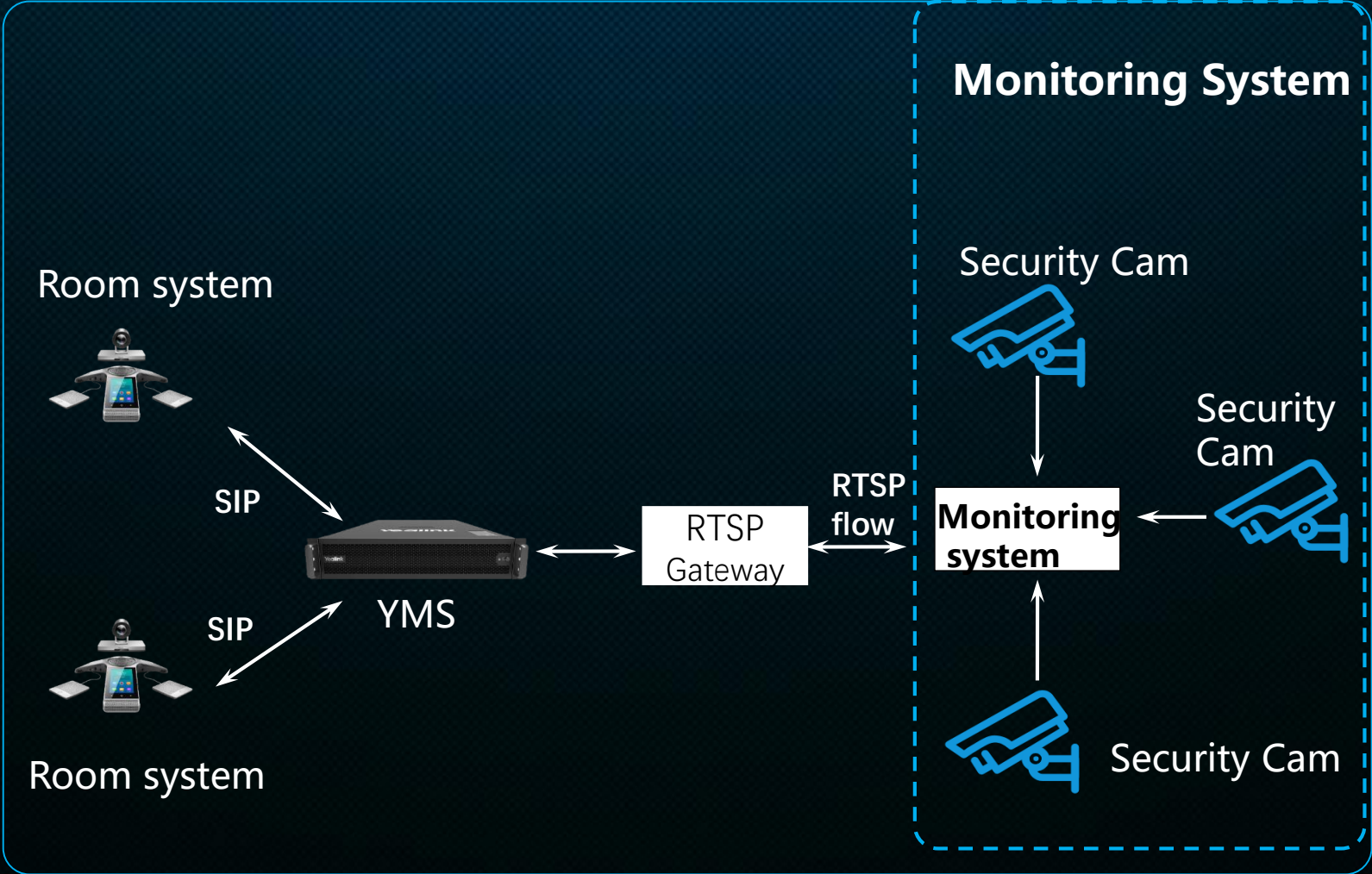
RTSP Protocols

- ✓ Video: H.264
- ✓ Audio: AAC-LC
- ✓ Resolution: 1080p30

Server Consumption

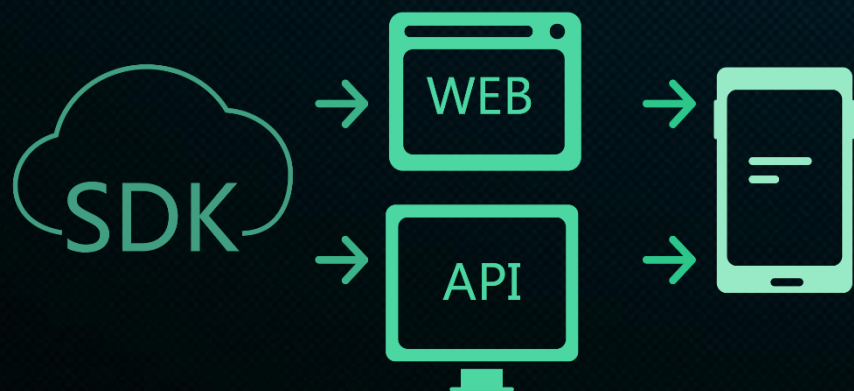
- One RTSP video=One YMS video 1080p
- One RTSP video will cost one RTSP port license and one video port license

RTSP Gateway



Open Interface, Software SDK

Provide complete **interface and SDK** to integrate with **third-party system**



YMS API:

- Meeting reservation
- Meeting control
- Account management
- Meeting management, ...etc.

Software SDK:

- Accounts registration
- Meeting calendar synchronization
- Directory synchronization
- Meet now/join meeting, ...etc

Customization

- **Customization for YMS includes**

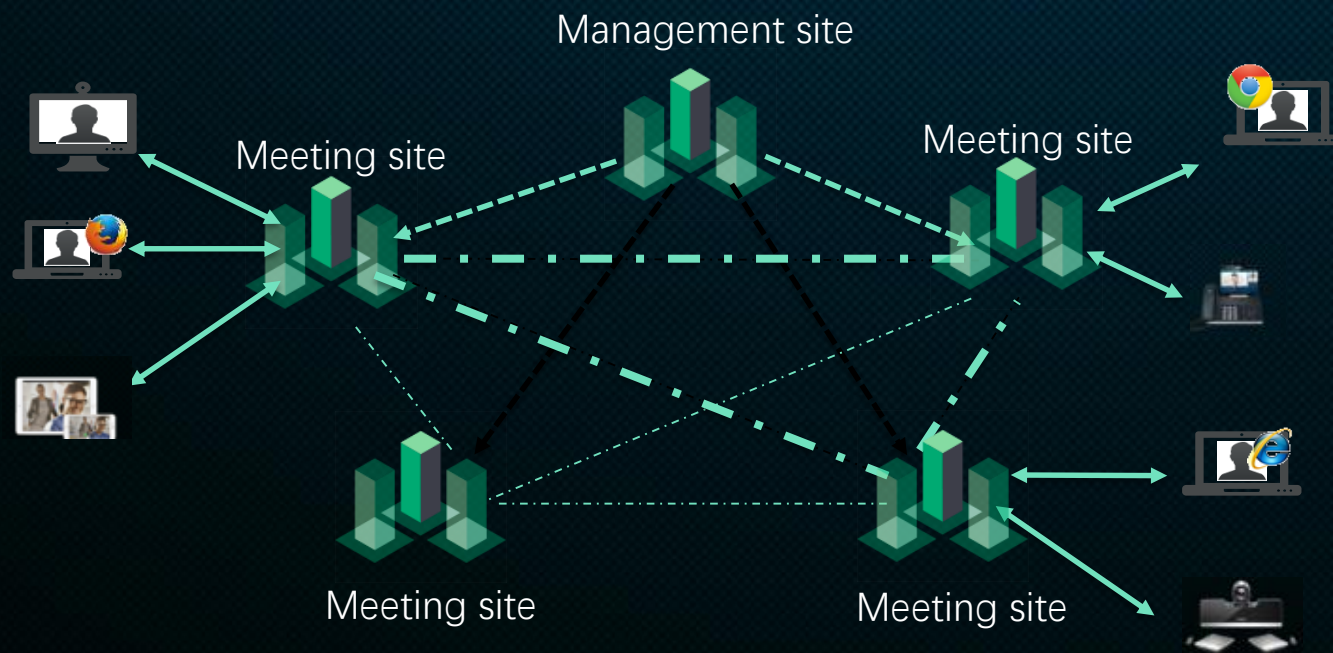
- ✓ User web interface and admin web interface(Logo, background, enterprise name)
- ✓ Audio IVR
- ✓ SIP Trunk IVR
- ✓ Mail template

Yealink

- **Customization for soft client VCD/VCM includes**

- ✓ Software name (installation package name、 site name、 software name)
- ✓ Software Logo (installation package LOGO、 interface Logo)
- ✓ Software image(image of main interface, image of installation process)

Safe and Stable



Follow features are supported through server cluster

- ✓ Full redundancy
- ✓ Support more concurrent calls
- ✓ Data synchronization in all server
- ✓ Meeting will not be disconnected when one server is down
- ✓ Centralized management

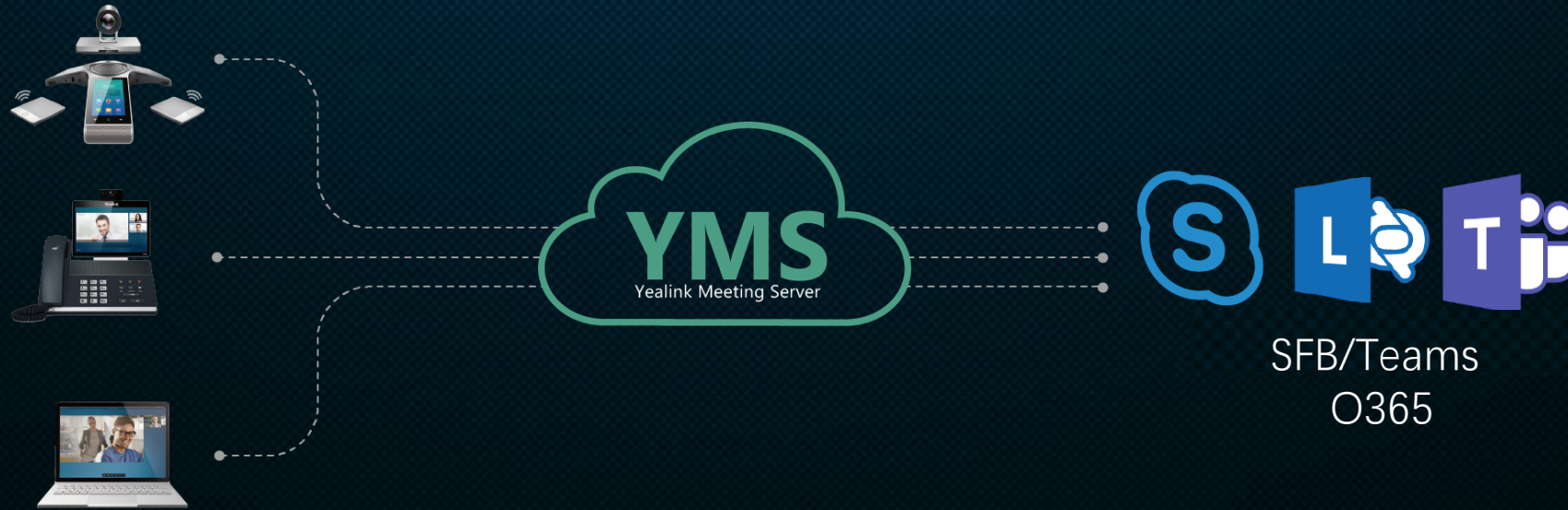
WebRTC



Join with Browser

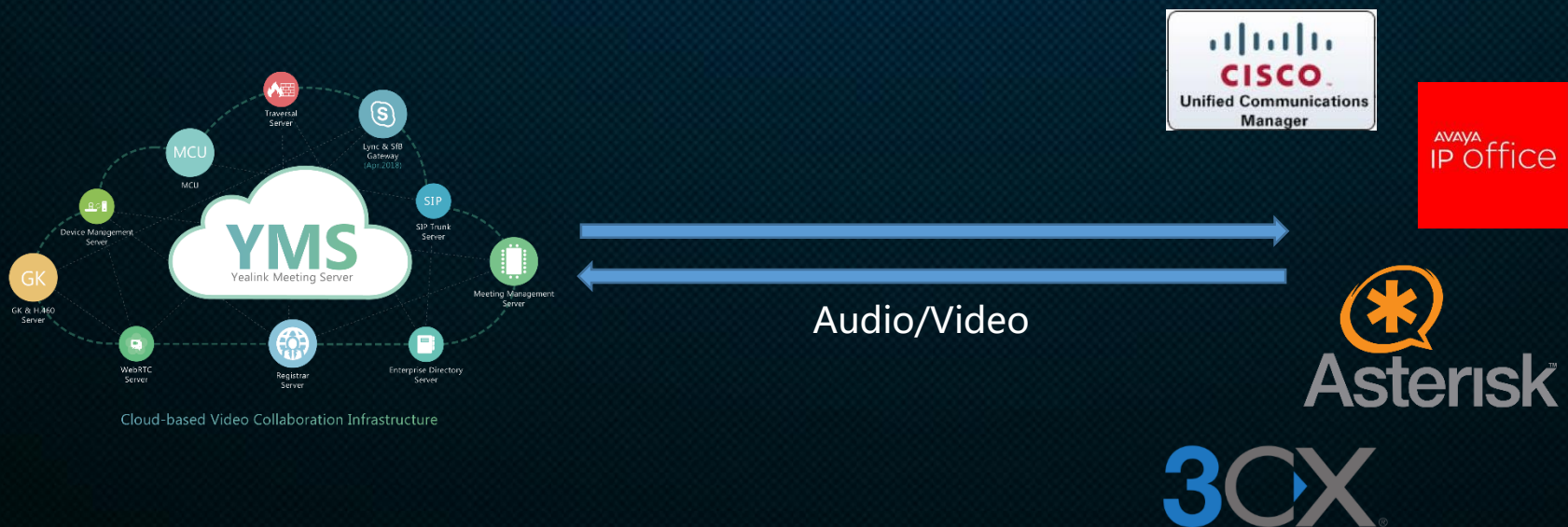
- ✓ Join a scheduled conference **by a link**
- ✓ Support **Chrome**、**Firefox** for both PC and Mobile
- ✓ Support **Safari** browser of Mac PC
- ✓ Support **WIN**、**Mac**、**Android**、**iOS**
- ✓ Up to **1080p30fps HD** video and content sharing
- ✓ Chat feature during meeting
- ✓ Native WebRTC, **without plug-in installation**

Microsoft SFB/Teams Support



- ✓ P2P call between YMS account and Sfb/Teams account by URI
- ✓ Use any Yealink VC device to dial into a Sfb/Teams conference
- ✓ Use Sfb client to dial into Yealink VMR/ Invite teams client into Yealink VMR
- ✓ Presentations are supported from any to any participant (support RDP)

SIP Trunk



- ✓ Compatible with most of popular PBX server (CUCM, Avaya, Asterisk, 3CX, audio codes etc ...)
- ✓ Support both audio and video through trunk
- ✓ Every YMS allows 40 simultaneous audio calls as default

Recording Feature



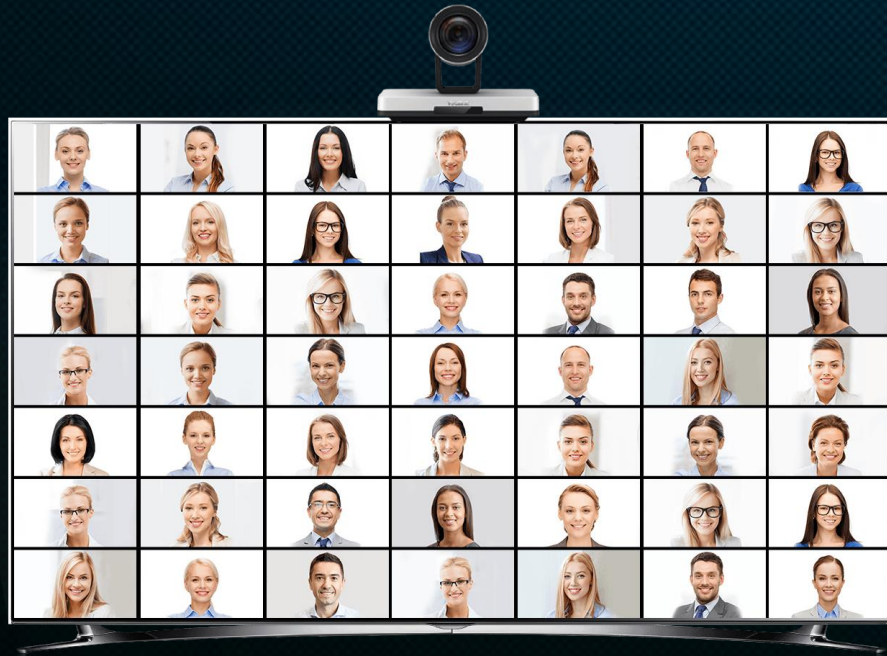
Conference Recording

- ✓ Access control based on accounts
- ✓ One key to start recording from web interface
- ✓ Support start/stop/pause operation
- ✓ Start recording from endpoint

Recording file management

- ✓ Video on demand based on web
- ✓ Set authentication for recording file
- ✓ Video on demand based on endpoint

Scale to Thousand Participant Meeting



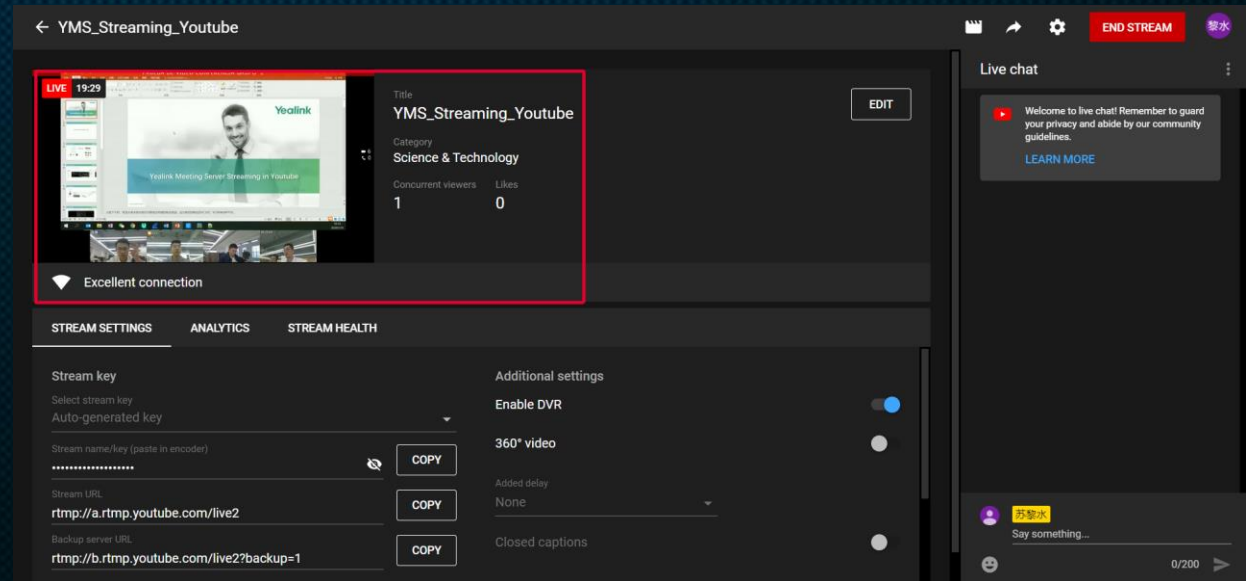
Scale to thousand participant meeting

- ✓ Real time meeting with thousand participants
- ✓ Centralized control of participants and meeting resource.
- ✓ Switch between speaker and visitor
- ✓ Switch from passive participant to active
- ✓ Advanced meeting control features

RTMP Live

RTMP Live:

- ✓ Support streaming to **Youtube**
- ✓ Support customization of layout and content
- ✓ Support setting live resolution
- ✓ Support control like start, pause, end
- ✓ Support all RTMP platform



Compatibility with Other Vendor

Yealink are compatible with these brands:

- Polycom
- Cisco
- Huawei
- Sony
- Lifesize

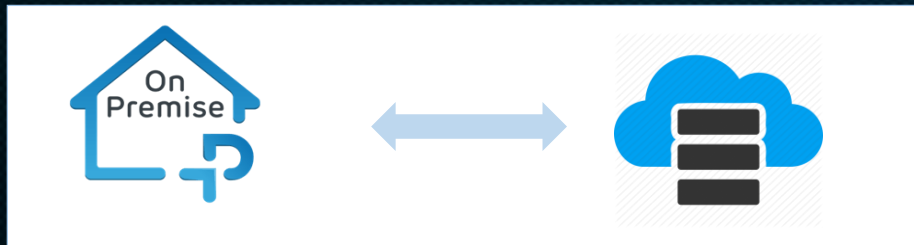
After registering to YMS, third party device can achieve follow feature.

Make a p2p call through RPD to Yealink endpoint through extension, share content from Polycom RPD;

Be invited into a meeting through contacts during meeting;

Join multipoint conference on YMS through meeting ID.

Easy to install



- YMS can be deployed in the company local datacenter (on-Premise) as well as in the public cloud.
- And YMS is very easy to migrate between on-premise and cloud.
- YMS supports virtualization platforms like VMWare and Microsoft Hyper-V.
- YMS supports IaaS platforms like Amazon AWS and Microsoft Azure.

YMS Roadmap

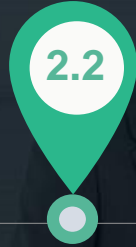
YMS 2.1 Enterprise Solution



2019.3

- Device management
- Corporate contact list
- Increasing amount of users
- User authorization management
- Integration with Huawei & Cisco
- Broadcasting function improvement
- System alert
- IM function in WebRTC
- 3rd party device authorization report

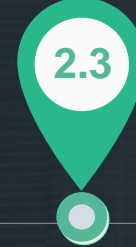
YMS 2.2 Collaboration Solution



2019.5

- Support of 1080p60
- Collaboration: Whiteboard & Annotation function
- Advanced device management
- Advanced troubleshooting feature (Ping и PCAPTRACE)
- Conference control feature
- AI Voice-Text (Chinese)

YMS 2.3 Collaboration Solution



2019.8

- Improving Collaboration function
- Support of RTMP live
- Recording on external FTP folders
- Improving Device Management
- Improving live streaming management
- Improved Outlook plugin
- Group creation Sub-admin
- Support of SNMP

YMS 2.4 Collaboration Solution



2019 Q4

- Teams Gateway
- RTSP Gateway
- VCM support 1080p
- Login with AD account
- Improving MCU statistic function
- Save conference files function

YMS Roadmap

YMS 2.4 SP Interoperability Upgrading

2.4

2020.Q1

- Video/audio codec configuration
- Recorded files sharing
- Conference screenshot
- Third-party endpoints DTMF
- Schedule VMR
- English voice-txt transcription
- Face recognition

YMS 2.5 Collaboration Resolution

2.5

2020.Q2

- Support scheduling through VCD
- Support remote control through VCD
- Document upload

YMS 3.0 New Infrastructure

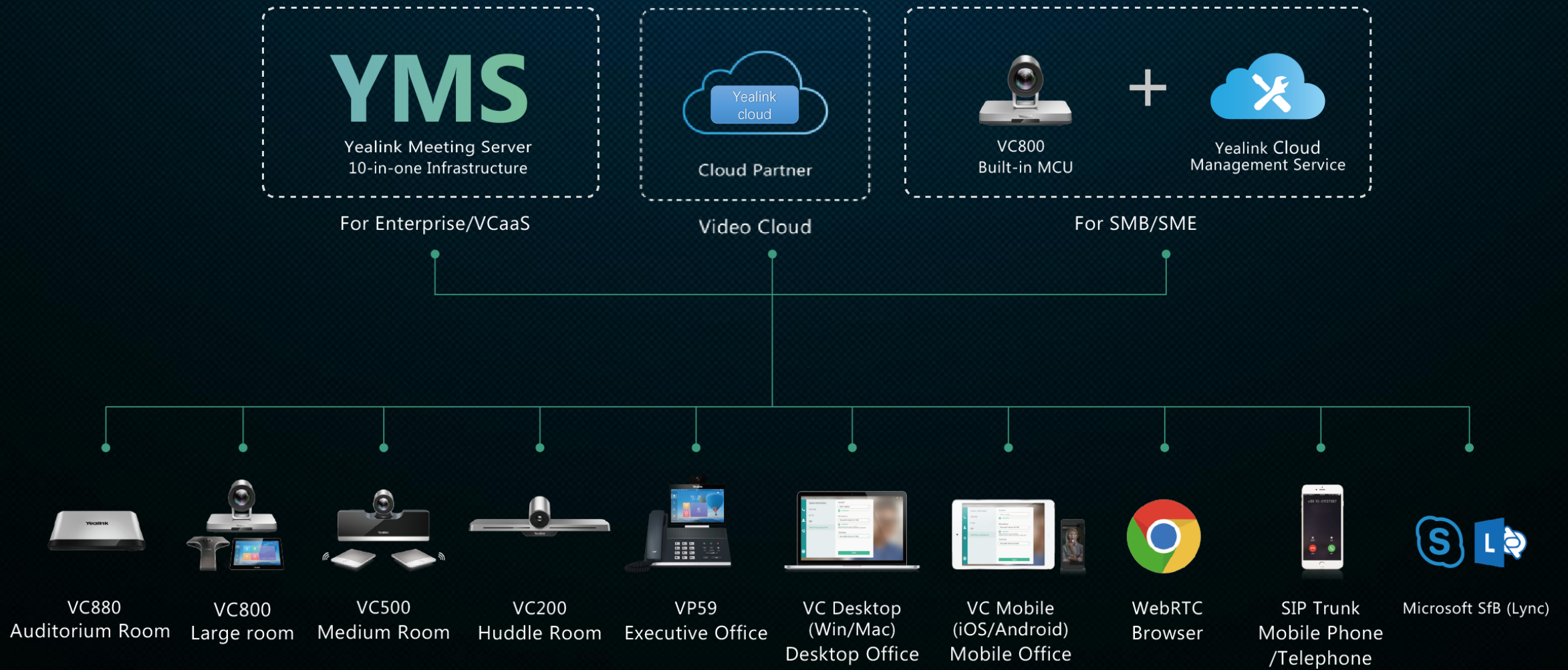
3.0

2020.H2

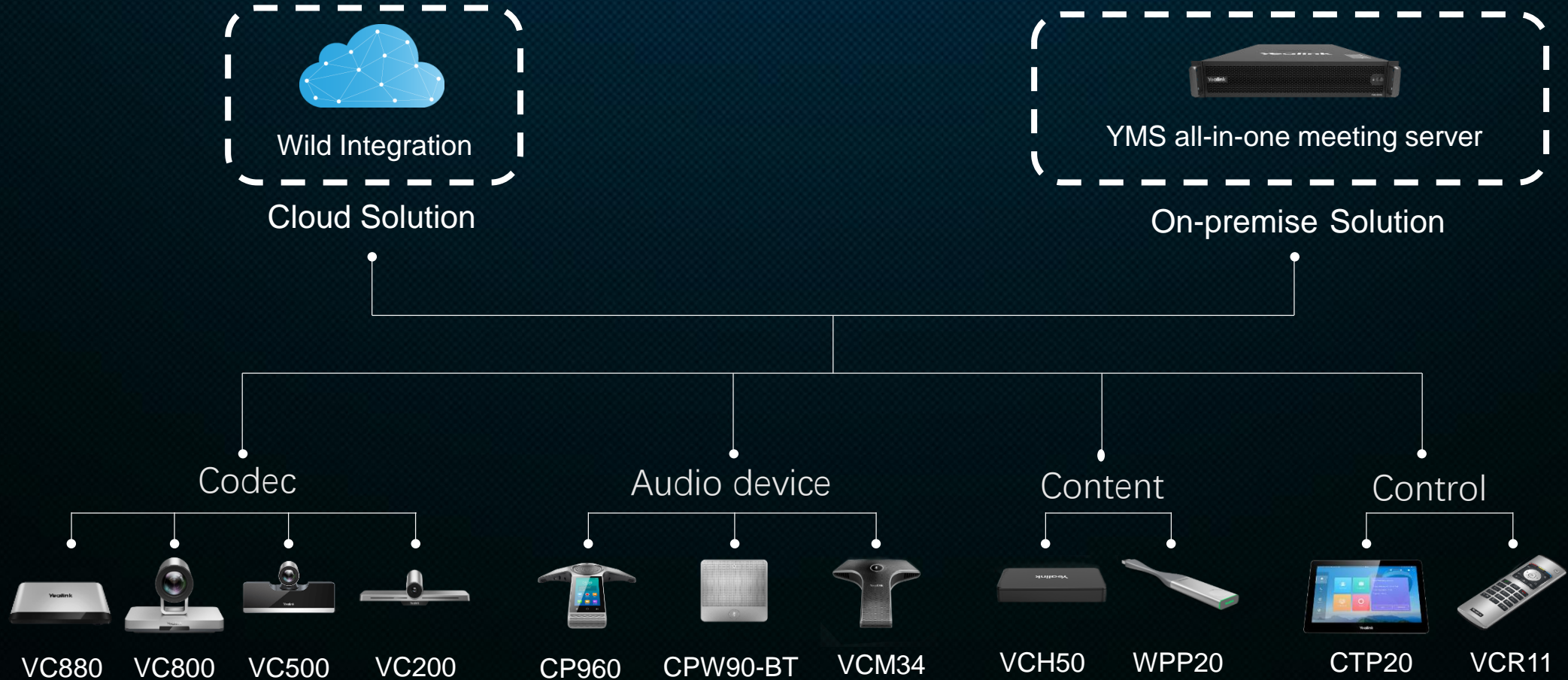
- Full upgrade of infrastructure
- Web based application
- Multi-tenant
- SVC support
- Extend capability to 100,000 participants level.
- Partner/End user customization
- Face sign in

3. VCS Endpoint & Accessory

Yealink Video Conferencing Solution



Flexible Solution for Enterprise





Huddle Meeting Room | **2-6 people**

VC200 Specification



More convenient:

- 1, Easier Deployment: All-in-One;
- 2, Support local recording;

VC200 Key Features

- Camera and codec all-in-one, easy to mount on the TV
- Android 7.0 OS, compatible with third-party cloud platforms
- 4K camera , 4 x lossless E-PTZ camera, and 103° wide-angle lens
- Built-in 6 beamforming microphone arrays
- Built-in Wi-Fi and Bluetooth
- H.265/HEVC video codec, resists up to 30% packet lost
- HD video recording to USB flash drive or VC200 local storage
- Supports wireless content sharing use WPP20
- Supports collaboration features use CTP20 (interoperable with whiteboard and annotation on content sharing)



Medium Meeting Room | 6-12 people

VC500 Specification



VC500 Key Features

- Compact design, camera and codec all-in-one, easy to mount on the TV.
- 83° wide FOV, 5x optical PTZ,
- 1080P/60FPS video call
- H.265/HEVC video codec 1080p30fps from 512kbps
- 2HDMI-out (dual screen)

Best cost-performance:

1, Cost-effective

2, No additional license: for dual screen 2X HDMI



Large meeting room | **12+ people**

Recommended VC800 Bundle



VC800-VCM-CTP-VCH50/WPP20
Wired



VC800-CP960-VCH50/WPP20
Wireless

VC800 Specification



VC800 Key Features

- Built-in 24-site MCU and can be divided into 2 virtual meeting rooms
- 12X optical camera
- 1080P/60FPS
- H.265/HEVC video codec, 1080p30fps from 512kbps
- Super video packet loss recovery technology, resistant up to 30%
- Up to 8 extra cameras without video matrix.
- 2x HDMI-out

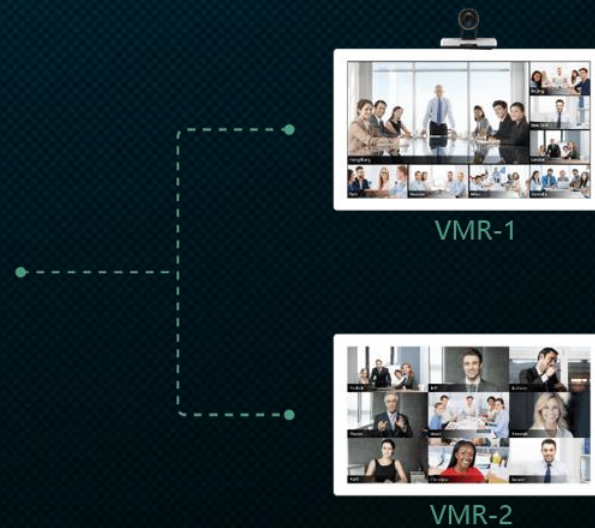
More efficient:

- 1, Support 2 VMRs in 8/16/24-site MCU;
- 2, Save bandwidth;

Most Powerful built-in MCU

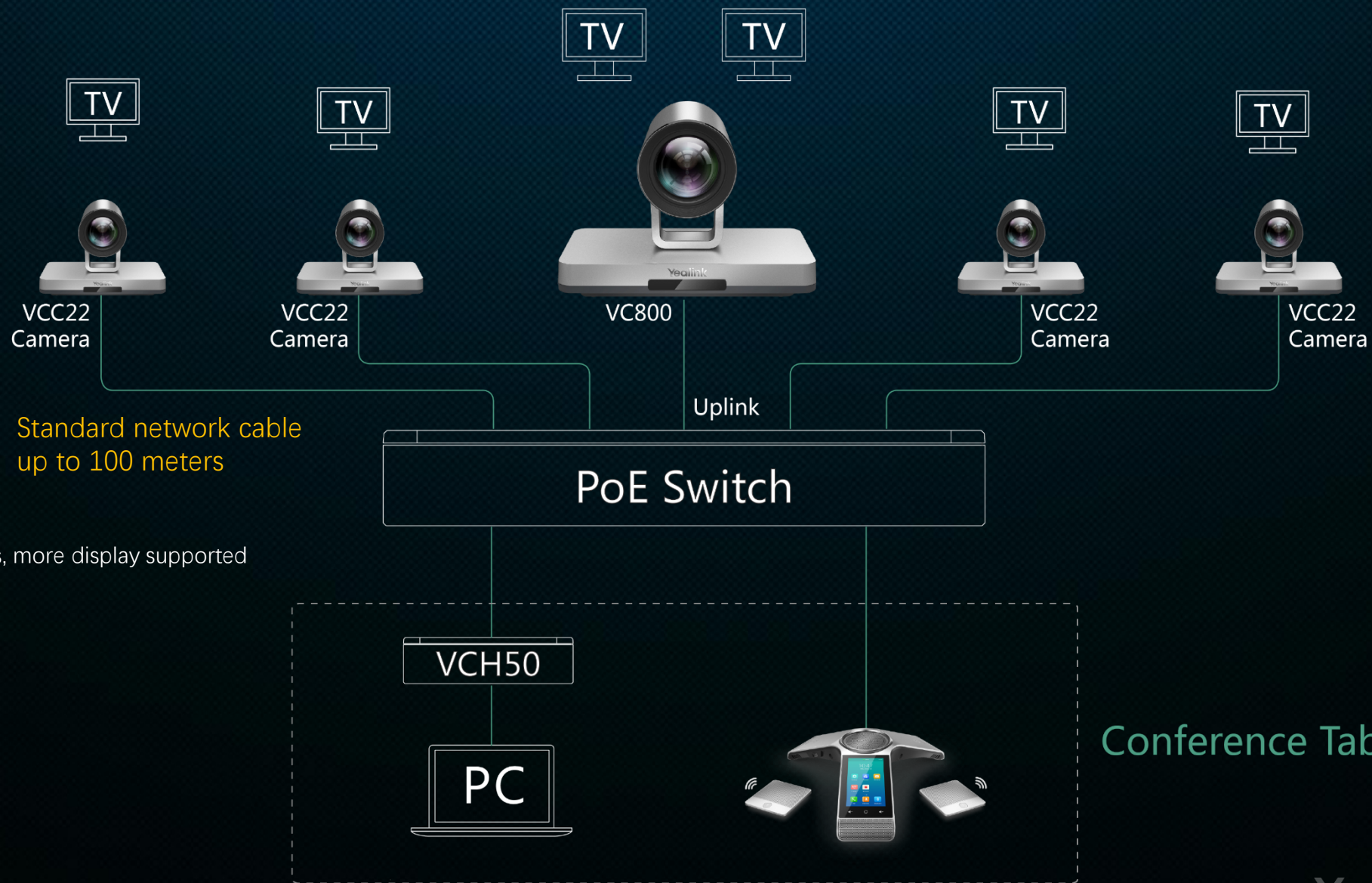


① 24 sites 1080P video meeting



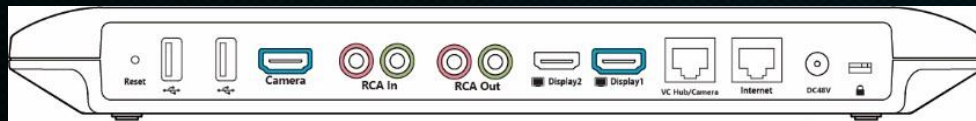
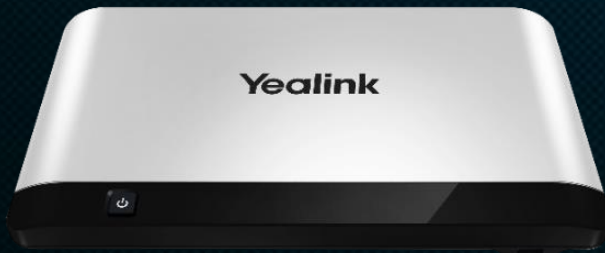
② 2 virtual meeting room

Yealink 1+8 Multi-camera Solution for large rooms



VC880 for Board Room

Board Room Codec VC880



VC880 Key Features

- 1x HDMI-input for 3rd-party camera
- 2x RCA audio input and 2x RCA audio output
- Wireless(WPP20) or wired(VCH50) content sharing
- H.265/HEVC video codec, 1080P30 from 512kbps, resist up to 30% packet loss
- 1080P60FPS
- Up to 24 sites built-in MCU
- Powerful multi-camera solution, support up to 9 Yealink cameras
- 1x gigabit Ethernet port, 1x Yealink VCH port, 3x USB port

More powerful:

- 1, Support 3rd-Party Camera;
- 2, more ports;
- 3, Up to 9 Cameras

Desktop room



WPP20

HDMI



VP59 Key Features



More practical:

- 1, Extension output
- 2, content sharing

VP59 Key Features:

- New UI
- Support Power over Ethernet
- Android 7.1 OS, built-in 16GB storage
- HDMI extension output with audio
- New camera, larger field of view 84°
- Built-in Wi-Fi & Bluetooth
- 1080P video + 1080P content sharing
- Support Video/audio recording

CTP20 Key Features



Key Features:

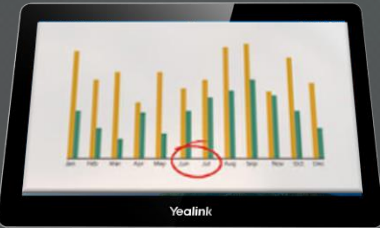
- Android OS, new UI
- 13.3-inch IPS 1080P touch screen
- Touch pen
- Touch panel control and camera live preview
- Electronic whiteboard
- Annotation
- POE
- 4 CTP20 supported simultaneously
- One type-c USB for content sharing**
- Built-in microphone**

CTP20 -Annotation

Wired connection



Power supply/
Data transmission

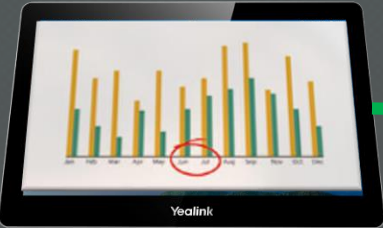


CTP20

Wireless connection

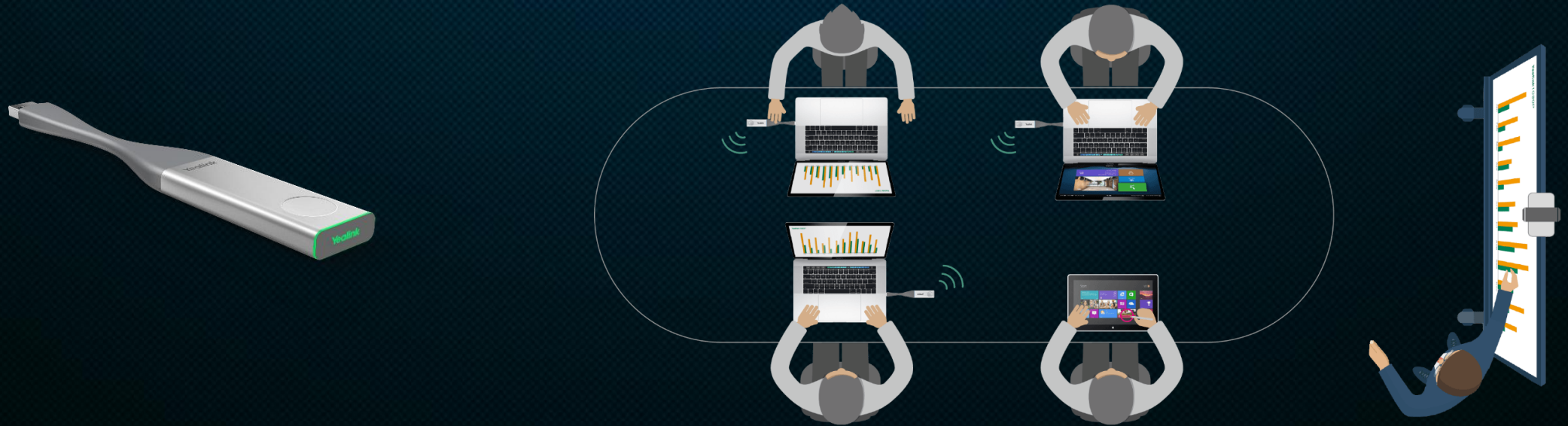


PoE port



CTP20

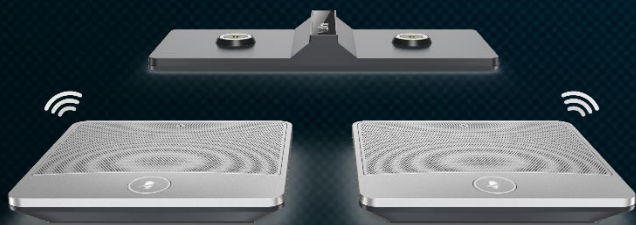
WPP20 - Wireless Contact Sharing



Yealink patent content sharing solution, abundant features

- ✓ Hardware solution, plug and play, no need to install software on PC
- ✓ Connect through built-in Wi-Fi network, no need for any configuration
- ✓ Support 1080P30, **4 wireless projectors** can be connected to one dongle.
- ✓ Support recording, device control, meeting control through software built in wireless projector.

CPW90 - Wireless Micpod



Specification

- ✓ Based on DECT technology, better and stable voice quality
- ✓ 4 wireless micpod are supported.
- ✓ Connection between CP960/Codec and micpod up to 50 meters.
- ✓ 12 days Standby time, 24 hours talking time.

VCM34 - wired microphone



Key Features:

- Optima HD voice
- Built-in 3-microphone array
- 360° voice pickup
- 6 meters voice pickup distance
- Full duplex technology
- Up to 4 VCM34 can be cascaded
- Noise proof technology
- Support Power over Ethernet
- Support stereo in the future



Mspeaker – wired speaker



Key Features:

- Built-in 4 speaker, every speaker is 10W. it have better sound effects
- 3.5mm Line-in
- Independent power supply

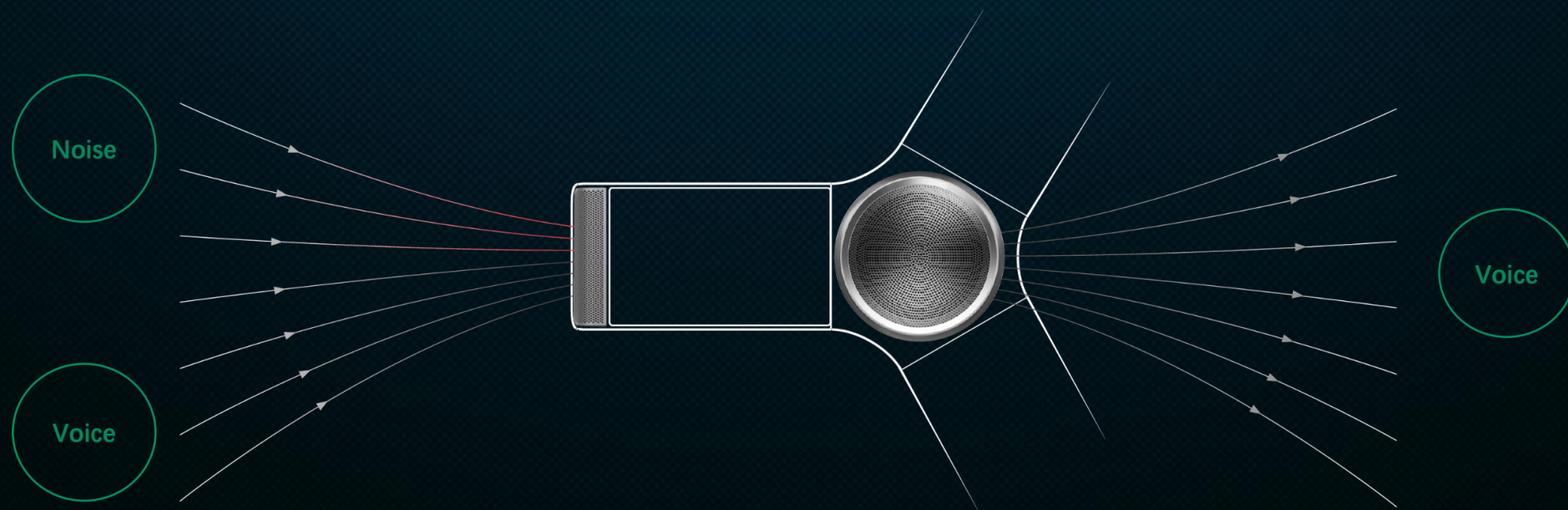
CP960 – IP conference phone



Key Features:

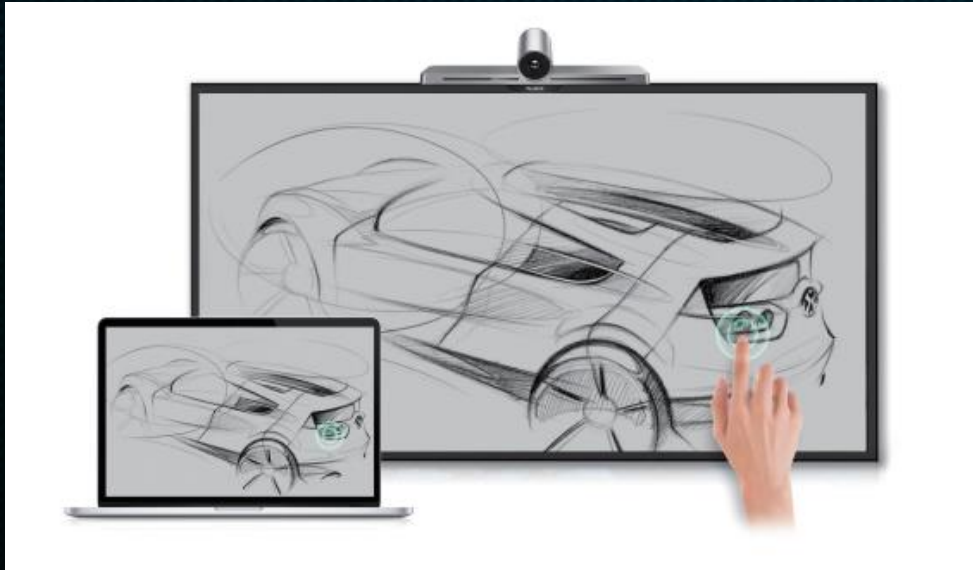
- Optimal HD audio, full duplex technology
- Yealink Noise Proof Technology
- 20-foot (6-meter) and 360-degree microphone pickup range
- Two additional CP Wireless Expansion Mic CPW90
- Built-in 3-microphone array
- Based on Android 5.1 operating system
- 5-inch multi-touch screen with 720x1280 resolution
- Built-in Wi-Fi (2.4GHz/5GHz, 802.11a/b/g/n/ac)
- Built-in Bluetooth 4.0
- 5-way conference call

Yealink Patent - Smart Noise Proof



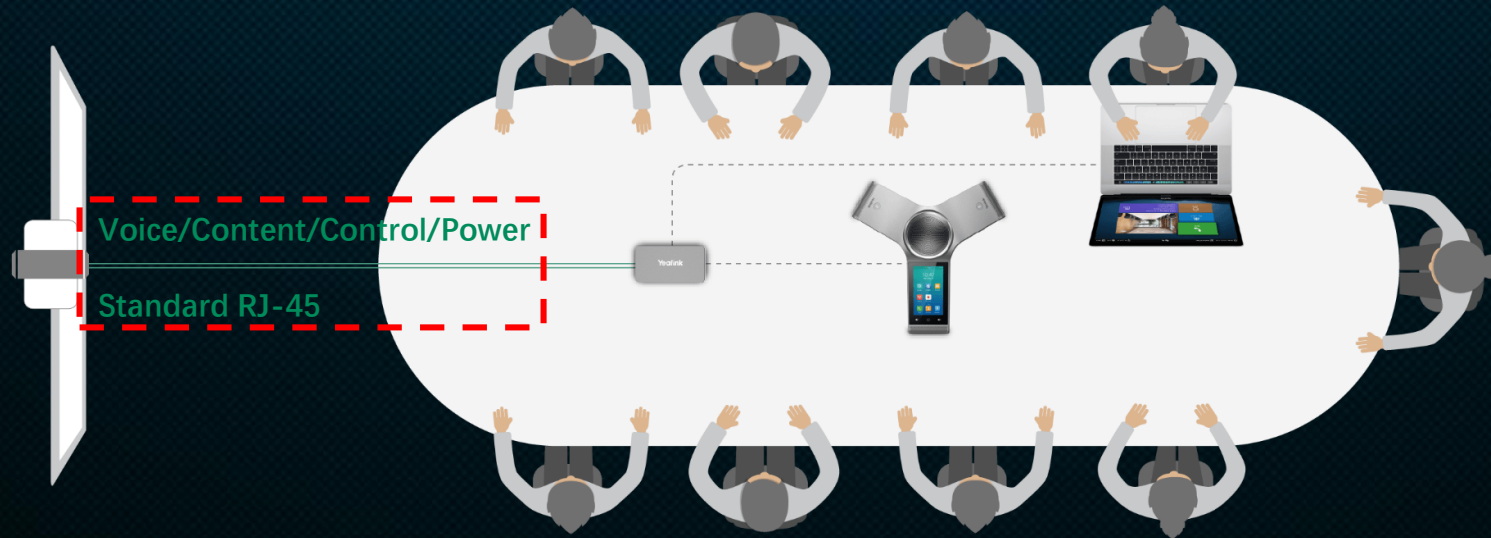
- ✓ Automatically filter non-human noise (like keyboard clicking)
- ✓ During multi-party meeting, automatically eliminate non-human noise from non-speaker side.

Touch TV Control



Integrated touchscreen displays, Puts intuitive remote control at your fingertips, that you can easily control by clicking or dragging on your interactive TV.

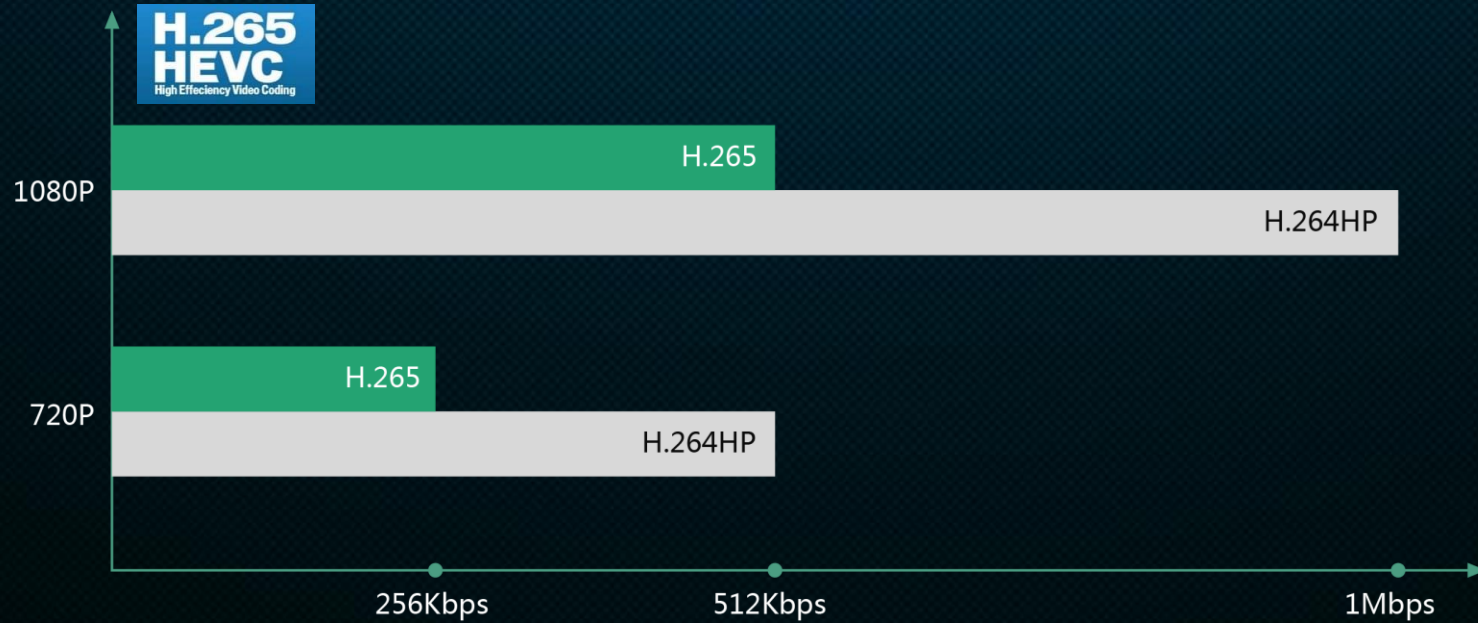
Deploy with One Network Cable



One Cable Technology

- ✓ One cable to connect TV zone and table zone, easy for deployment.
- ✓ Up to 100 meters connection
- ✓ Voice/Content/Control/Power/Recording are transmitted in one network cable.

H.265/HEVC, 1080P60 Support



H.265/HEVC

- ✓ Consume half bandwidth compared to H.264 with same video quality
- ✓ Support 1080p with 512kbps bandwidth

Endpoint Roadmap



2020.H1



MeetingEye 400



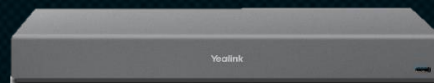
MeetingEye 600



VC210



2020.H2



MeetingEye 800



MeetingEye 900



2020.H2

- New device will support Voice tracking 4K
- New Cable Hub VCH51
- New CTP20 Interface
- Ceiling Microphone
- New SW version V42
- CTP20 support Built-in Microphone

Yealink VCS 2020-H1 **NEW** Products

All 4K

All Tracking



Room System



VC 210
2020-Q2



MeetingEye 400 - Small
2020-Q2



MeetingEye 600 - Medium
2020-Q2



Accessories



VCM38 Ceiling Mic
2020 Q2



MSpeaker II
2020 Q2



VCH51 4K sharing box
2020 March

Next-gen Room System for Small Rooms – MeetingEye 400



MeetingEye 400 for Small Room
Up to 7 people

- All-in-one, built-in computing unit, camera, mics and speaker
- **20MP** camera, 1-inch Sony CMOS image sensor
- Super-wide 140° Field of view
- **Electric** camera lens cap, automatically protect non-video meeting
- 8 MEMS microphones arrays for voice pickup and **tracking**, and can support additional wireless extension mics
- Supports up to **4K30** video quality & content sharing
- Supports auto framing & speaker tracking
- Supports WPP20 / AirPlay / Miracast wireless content sharing
- 1x HDMI-out, 1xVCH port, 2xUSB2.0
- Built-in dual band Wi-Fi and Bluetooth

Next-gen Room System for Medium Rooms – MeetingEye 600



MeetingEye 600 for Medium Room

Up to 11 people

- All-in-one, built-in computing unit, camera, mics and speaker
- **Dual camera system for better tracking experience**
- Super-wide 140° Field of view, **10X hybrid zoom**
- **Electric** camera lens cap, automatically protect non-video meeting
- 8 MEMS microphones arrays for voice pickup and tracking, and can support additional extension mics
- Supports up to **4K30** video quality & content sharing
- Supports auto framing & speaker tracking
- Supports WPP20 / AirPlay / Miracast wireless content sharing
- **2x HDMI-out**, 1xVCH port, 2xUSB2.0, 3.5mm line-in/line-out
- Built-in dual band Wi-Fi and Bluetooth

Accessories

VCM38 Ceiling Microphone



- 8 microphone arrays
- Supports Automatic Noise Suppression
- 360° coverage, up to 12-foot (4-meter) voice pickup
- Up to 8 units can be used in one system
- Supports Stereo & Acoustic Shield
- 1 x Yealink VCH port
 - Connect to VCS endpoint
 - Supports PoE

MSpeaker II Soundbar



- Built-in 2 speakers, supports stereo audio
- 10W output
- 100~20KHz frequent respond
- Up to 4 units can be used in one system
- 1 x 3.5mm line in
- 1 x Yealink VCH port
 - Connect to VCS endpoint
 - Supports PoE

VCH51 Sharing Box



- Supports up to 4K30 content sharing
- Supports USB-C or HDMI input
- 1x USB 2.0 port

A group of business professionals in a meeting room, with a woman standing and smiling in the center. The scene is dimly lit, with a blue tint. Several laptops and coffee cups are on the table.

4. Yealink VCS Channel Policy

**YEALINK CERTIFIED PARTNER PROGRAM
&
PROJECT REGISTRATION PROGRAM**

Reseller Price structure explanation

- Yealink promise to provide competitive price and leading profit to win projects for resellers who's willing to invest in Yealink VC business. Four level prices as below:

Price level	L1,Certified&Registered	L2,Registered but uncertified	L3,Certified but not registered	L4,uncertified¬ registered
%off upon List price	50%	25%	25%	5%

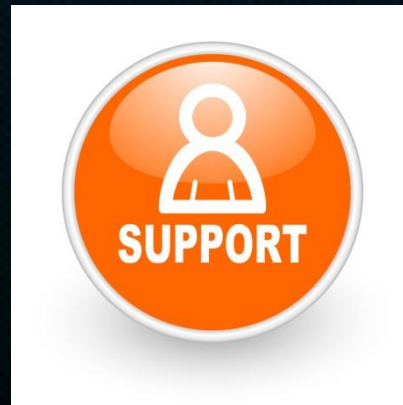
- If a project is under severe competition which request better special price, Yealink is open to learn about the project details and provide help accordingly.

Benefit of becoming a Yealink VCS Certified Partner ?

1. OFFICIAL CERTIFICATE, MORE TRUSTABLE TO END USERS
2. TALK DIRECTLY TO YEALINK SALES AND TECHNICAL MANAGER
3. ACCESS TO MARKETING MATERIALS & SUPPORT
4. MUCH HIGHER DISCOUNT THAN NON-CERTIFIED



Certificate and Logo



Direct support from Yealink team



More Discount

Q: How to become a Yealink VCS Certified Partner?



1. Receive the Yealink VCS Training (free)

Yealink VCS Training options:

- E-Learning
- Distributor online/offline Training
- Yealink online training

2. Online exam :

At least one salesman/presales and one engineer pass the online exam. (salesman for pre-sales test and engineer for technical test).

3. Buy any demo kit, whatever VDK800/500/200

Project Registration Program

- **Q: Why Yealink have this Project registration program ?**
- A : VCS is project based. Main purpose is to ensure partners who invested effort and resources, will get the highest chance to win the deals and avoid conflicts.
- **Q: What is the Benefits to register Projects to Yealink Official OIP system:**
- A: Receive a ORS Project Code and best price guarantee from Yealink. Stock released only against the Project Code.
- Receive 3-6 months project price protection and could be extended according to the actual deployment time.
- Receive direct technical support and special price from Yealink any time.

How to register a Project ?

Choice 1:

- Visit Yealink ORS Website <https://ors.yealink.com/>. register an account,
- log in and fill the requested info. Getting direct contact with Yealink team

Choice 2:

- Update all project info to Yealink local distributor

Flexible Operation _Project Oriented

Best Discount Equals To:

1. Register project to ORS (Necessary)
3. Get free online Training __ Certification (Could be done after the project)

A glowing Earth with a satellite network overlay and the word 'Yealink' in the center. The Earth is shown from space, with a bright cyan glow around its horizon. A network of glowing cyan lines and dots represents a satellite constellation. The word 'Yealink' is written in a bold, white, sans-serif font across the center of the Earth.

Yealink